

REPLACEMENT SHEET

6/50



Browser window showing the Honeywell QuoteLynx website interface.

Honeywell

QuoteLynx

Sign Up

HTSI Internet Site

Available Schedules

- GSA Schedule 70
- Program Safeguard Schedule
- MOBIS
- Engineering Services (PES)
- Information Services Commercial Catalog
- Engineering Services Commercial Catalog

Login

Username

Password

Usertype

Customer

Login

Customer Service

HTSI Representative Registration

Change Password/Profile

Forget Password

FIG. 6

REPLACEMENT SHEET

7/50



FIG. 7

The screenshot displays a web browser window with a navigation bar at the top containing various icons. Below the navigation bar, the page header reads "Honeywell Quotelynx" next to a graphic of a keyboard. The main content area features a "Change password" form with the following fields and controls:

- Login:
- Current Password:
- New Password:
- Confirm New Password:
- User Type:
- Buttons: Submit, Change Profile, Reset, Cancel

Below the form, a message states: "Please enter Login & Current password for changing the profile".

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing.

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)

8/50



FIG. 8

Honeywell

QuoteLynx

Employee Registration

EID

Password

Confirm Password

Submit

Reset

Cancel

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.

Honeywell

Finleywell
Send your comments to Webmaster@finleywell.com

REPLACEMENT SHEET

9/50



FIG. 9

Honeywell

QuoteLynx

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

Created SOWs

Proposal Name	Begin Date	End Date	Brief Description	Status
NASA's Big Conversion	2/8/01	12/31/02	To convert NASA celestial database from FoxPro to Oracle	Rejected by Finance

Submitted SOWs

Proposal Name	Begin Date	End Date	Brief Description	Status
Test for Demo	2/12/01	5/12/01	test	SUBMITTED TO HTSI
QuoteLynx Test	3/1/01	12/31/01	To test the mail service routing system	SUBMITTED TO HTSI

Assigned SOWs (As Schedule Authority)

Proposal Name	Begin Date	End Date	Brief Description	Status	Assigned To
test for email 6	2/1/01	3/6/01	test		ADETAYO KOLEOSHO
test for email 5	1/1/01	12/2/01	eeeeeeeeee		ADETAYO KOLEOSHO
test for email 4	1/2/01	12/2/01	test for email 4		ADETAYO KOLEOSHO
test for email 3	1/1/01	12/2/01	test for email 3		MARK HITCH
test for email 2	1/1/01	12/2/01	test for email 2		ADETAYO KOLEOSHO
Test for Email Notifications	2/20/01	2/27/01	test		ADETAYO KOLEOSHO
Cookies	2/5/01	3/1/01	bake chocolate chip cookies		JOSEPH WILLIAMS
test for multi owners	1/1/01	12/21/01	asdgfdg		ADETAYO KOLEOSHO
NASA's Big Conversion	2/8/01	12/31/02	To convert NASA celestial database from FoxPro to Oracle	Rejected by Finance	DAVID WEISSMAN

To discard an unsubmitted Proposal/SOW, please go to the PROJECT tab and click on the Delete SOW button at the bottom

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.

Honeywell
Send your comments to [Webmaster](#)

REPLACEMENT SHEET

10/50



Honeywell

QuoteLynx

Project

Labor

Materials

Travel

Other Costs

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

Proposal Name

Start Date (Period of Performance)

End Date (Period of Performance)

Location of work

Brief Statement of Work

Work to be performed

Assumptions

Schedule

Payment Option

Save

Reset

(ex. tasks, milestones, technical duties, responsibilities, etc.)

(ex. facilities provided, materials and equipment provided by the customer, etc.)

(Indicated Fields are Mandatory)

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)

FIG. 10

11/50



This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Send your comments to [Webmaster](mailto:Webmaster@honeywell.com)

REPLACEMENT SHEET

12/50



FIG. 12

The screenshot shows the Honeywell QuoteLynx web application. At the top, there is a navigation bar with icons for home, search, and other functions. Below this, the main content area is titled 'Honeywell QuoteLynx'. It features a tabbed interface with tabs for 'Project', 'Labor', 'Materials', 'Travel', and 'Other Costs'. The 'Materials' tab is currently selected. In the center of the 'Materials' tab, there is a 'Data Entry Mode' section with two radio buttons: 'Approximate Material Budget' (which is selected) and 'Detailed Material Budget'. A 'Go' button is located to the right of these options. At the bottom of the page, there is a sidebar with several navigation links: 'New Sow', 'List Sow', 'View Estimate', 'Submit Sow', 'Assign Sow', 'Instructions', 'Disclaimer', and 'Logout'.

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)

REPLACEMENT SHEET

13/50



FIG. 13

Honeywell

QuotelLynx

Project

Labor

Materials

Travel

Other Costs

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

Approximate Material Budget

Burden

Total

\$0

\$0.00

\$0.00

Save

Reset

Detailed budget cost - by selecting this you will overwrite existing data.

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)

REPLACEMENT SHEET

14/50



FIG. 14

Honeywell

QuoteLynx

Project

Labor

Materials

Travel

Other Costs

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

New Material

Item

Quantity

Unit Cost \$

Comments

Save

Reset

() indicated fields are mandatory

Aproximate budget cost - by selecting this you will overwrite existing data.

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.

Honeywell

Send your comments to [Webmaster](#)

REPLACEMENT SHEET

15/50



Honeywell

QuoteLynx

Project

Labor

Materials

Travel

Other Costs

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

Data Entry Mode

☒ Approximate Travel Budget
 ☐ Detailed Travel Budget

Go

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)

FIG. 15

REPLACEMENT SHEET

16/50



Honeywell

QuoteLynx

Project

Labor

Materials

Travel

Other Costs

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

Approximate Travel Budget

Burden

Total Cost

\$0

\$ 0.00

\$ 0.00

Save

Reset

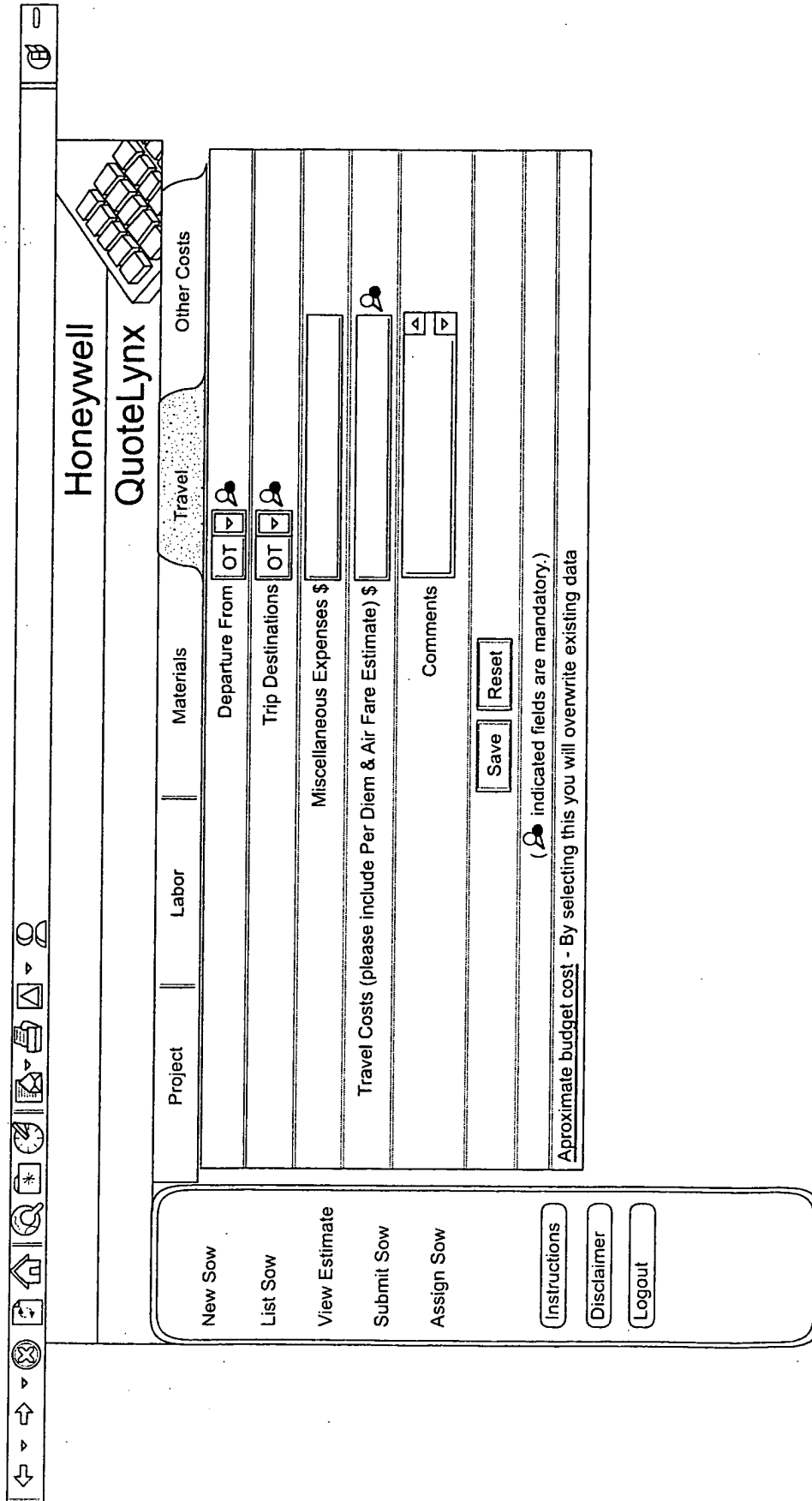
Detailed budget cost - by selecting this you will overwrite existing data.

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
 Send your comments to [Webmaster](#)

FIG. 16

17/50



This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.

Honeywell

Holleywell
Send your comments to [Webmaster](mailto:Webmaster@holleywell.com)

FIG. 17

REPLACEMENT SHEET

18/50



Honeywell

Quotelynx

Project

Labor

Materials

Travel

Other Costs

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

Data Entry Mode

☒ Approximate Budget cost for items
 ☐ Detailed Budget cost for items

Go

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)

FIG. 18

19/50



This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.

Honeywell

Honeywell
Send your comments to Webmaster@honeywell.com

20/50



This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to Webmaster

REPLACEMENT SHEET

21/50



FIG. 21

Honeywell

QuoteLynx

NASA's Big Conversion - Estimate

Summary of Labor Expense	\$7,434
Summary of Material Expense	\$2,112
Summary of ODC Travel Expense	\$11,000
Summary of Other Direct Costs	\$0
Total Estimated Costs	\$20,546

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
 Send your comments to [Webmaster](#)

REPLACEMENT SHEET

22/50



FIG. 22

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

Honeywell

QuoteLynx

Created SOW's			
Proposal Name	Begin Date	End Date	Brief Description
Nasa's Test	3/2/01	12/31/01	Details to follow
Nasa's Big Conversion	2/8/01	12/31/02	To convert NASA celestial database from FoxPro to Oracle

Submitted SOW's			
Proposal Name	Begin Date	End Date	Brief Description
Nasa's Test	3/2/01	12/31/01	Details to follow
Test for Demo	2/2/01	5/12/01	Test
QuoteLynx Test	3/1/01	12/31/01	To test the mail service routing system

Assigned SOW's (As Schedule Authority)			
Proposal Name	Begin Date	End Date	Brief Description
Test for email 6	2/1/01	3/5/01	Test
Test for email 5	1/1/01	12/2/01	eeeeeeeeee
test for email 4	1/2/01	12/2/01	test for email 4
test for email 3	1/1/01	12/2/01	test for email 3
test for email 2	1/1/01	12/2/01	test for email 2
test for E-mail Notifications	2/20/01	2/27/01	test
cookies	2/5/01	3/1/01	bake chocolate chip cookies
test for multi owners	1/1/01	12/21/01	asdgdg
NASA's Big Conversion	2/8/01	12/31/02	To convert NASA's celestial database from Fox Pro to Oracle

Proposal Name	Begin Date	End Date	Brief Description	Status	Assigned To
Nasa's Test	3/2/01	12/31/01	Details to follow	SUBMITTED TO HTSI	ADETAYO KOLE0SHO
Test for Demo	2/2/01	5/12/01	Test	SUBMITTED TO HTSI	ADETAYO KOLE0SHO
QuoteLynx Test	3/1/01	12/31/01	To test the mail service routing system	SUBMITTED TO HTSI	ADETAYO KOLE0SHO
Test for email 6	2/1/01	3/5/01	Test		ADETAYO KOLE0SHO
Test for email 5	1/1/01	12/2/01	eeeeeeeeee		ADETAYO KOLE0SHO
test for email 4	1/2/01	12/2/01	test for email 4		ADETAYO KOLE0SHO
test for email 3	1/1/01	12/2/01	test for email 3		MARK HITCH
test for email 2	1/1/01	12/2/01	test for email 2		ADETAYO KOLE0SHO
test for E-mail Notifications	2/20/01	2/27/01	test		ADETAYO KOLE0SHO
cookies	2/5/01	3/1/01	bake chocolate chip cookies		JOSEPH WILLIAMS
test for multi owners	1/1/01	12/21/01	asdgdg		ADETAYO KOLE0SHO
NASA's Big Conversion	2/8/01	12/31/02	To convert NASA's celestial database from Fox Pro to Oracle	Rejected by finance	DAVID WEISSMAN

To discard an unsubmitted proposal/SOW, please go to the PROJECT tab and click on the Delete SOW button at the bottom.

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

REPLACEMENT SHEET

23/50

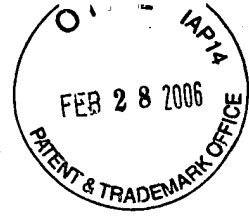


FIG. 23

Honeywell
Quotelynx

New Sow
List Sow
View Estimate
Submit Sow
Assign Sow

Instructions
Disclaimer
Logout

Select SOW

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)

REPLACEMENT SHEET

24/50



FIG. 24

Honeywell

QuoteLynx

New Sow

List Sow

View Estimate

Submit Sow

Assign Sow

Instructions

Disclaimer

Logout

Select the SOW to be assigned by clicking the link.

Proposal name	Location of Work	Brief Description	Work To Be Performed
<u>QuoteLynx Test</u>	On Site - Government	To test the mail service routing system	s/w development test
<u>Test for Demo</u>	On Site - Government	test	test
<u>Nasa's test</u>	On Site - Government	Details to follow	TBD

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)

This pricing tool is made available for planning purposes only. The estimate produced by this tool shall not be construed as an offer by HTSI. Please use the submit SOW button to forward this input to HTSI for formal pricing

Copyright Honeywell 2000. All Rights Reserved.
Honeywell
Send your comments to [Webmaster](#)



FIG. 26

HTSI Online

[What's Hot](#) | [Employee Services](#) | [Search](#) | [Feedback](#) | [Help](#) | [Home](#) | [Log Out](#)

[PriceLynx](#) | [Programs/Contracts](#) | [Corporate Directory](#) | [Library](#)

Honeywell

PriceLynx

[PriceLynx Home](#) | [Click here for help](#) | [Power Point User Guide](#) | [Logout](#)

Statement of Work

Listing For Status Customer Approved

SowID	Description	Status	Date Created	Status Date
SOW000015	Black Hole Animation	Customer Approved	2/20/2001	2/20/2001
SOW000010	FEMA Task 44 - Weapons of Mass Destruction Seminar	Customer Approved	2/16/2001	2/16/2001
SOW000008	AVIC Surround DVD	Customer Approved	2/16/2001	2/16/2001

New Statement of Work

Parameter Maintenance

Price List

User Administration

To Redefine SOW List Enter Search Criteria

SowId

Description

Status

Date Range (From & To)(MM/DD/YYYY)

Under Construction

27/50



FIG. 27

HTSI Online		PriceLynx	
Search Feedback Help Home LogOut PriceLynx What's Hot Employees Services News & Information Programs/Contracts Corporate Directory Library			
Honeywell		PriceLynx Home Click Here for Help PowerPoint User Guide Logout	
<p><New SOW></p> <ul style="list-style-type: none"> General Project Contractual Other Labor Subcontractor Material Miscellaneous Local Travel Non Local Travel Special Arrangements Return to SOW List 		<p>General</p> <p>SOW ID [AutoNumber] JOHN DEINLEIN</p> <p>Prepared By 410-964-7070 xxx-xxx-xxxx</p> <p>Technical Manager's Phone mm/dd/yyyy</p> <p>Proposal Due Customer Name Lead Contact Person Contracting Officer Address Contracting Officer Phone Contracting Officer Email Prime/Subcontractor Proposal Manager Tech Manager BackUp Tech Manager BackUp Phone Tech Manager BackUp E-mail</p>	
<p>Technical Manager's Email Jack.Deinlein@Honeyw</p> <p>Anticipated Contract Award Date mm/dd/yyyy</p> <p>Company/Organization</p> <p>Contracting Officer</p> <p>Contracting Officer Fax xxx-xxx-xxxx</p> <p>Estimated Contract Value \$ 1000000.00 e.g.</p> <p>Capture Manager</p> <p>Tech Manager BackUp Fax xxx-xxx-xxxx</p> <p>Business Enterprise</p>		<p>Indicates field is mandatory</p>	

FIG. 28

← → ↶ ↷ ⌂ 🖨️ 🕒 🔍 📁 👤 HTSI Online What's Hot Employee Services Search Feedback Help Home LogOut PriceLynx News & Information Programs/Contracts Corporate Directory Library			
Honeywell		PriceLynx	
PriceLynx Home Click Here for Help PowerPoint User Guide Logout			
Sow # SOW0000006	Indicates field is mandatory		
<input checked="" type="checkbox"/> General <input type="checkbox"/> Project <input type="checkbox"/> Contractual <input type="checkbox"/> Other <input checked="" type="checkbox"/> Labor <input type="checkbox"/> Subcontractor <input checked="" type="checkbox"/> Material <input type="checkbox"/> Miscellaneous <input type="checkbox"/> Local Travel <input type="checkbox"/> Non Local Travel <input type="checkbox"/> Spl. Arrangements	Period of Performance Begin Date: 02/08/2001 End Date: 12/31/2002 MM/DD/YYYY To convert NASA celestial database from FoxPro to Oracle		
	Brief Statement of Work		
	Work to be Performed	Convert history data Set up the Oracle environment Load software Procure the server Develop migration scripts	
	Location of Work	OffSite - Contractor	
	Major Assumptions	Work will be performed at GCP	
Submit To Finance View Summary View Metric View Sow		Return to Sow List Quotelinx Input	
		<input type="button" value="Save"/> <input type="button" value="Reset"/>	



FIG. 29

HTSI Online		Search Feedback Help Home LogOut PriceLynx <input type="text"/>	
What's Hot Employee Services News & Information Programs/Contracts Corporate Directory Library			
Honeywell		PriceLynx	
PriceLynx Home Click Here for Help PowerPoint User Guide Logout			

Sow # SOW000006

- > General ✓
- > Project Contractual
- > Other
- > Labor ✓
- > Subcontractor
- > Material ✓
- > Miscellaneous
- > Local Travel
- > Non Local Travel ✓
- > Spl. Arrangements

Contractual Information

Contract Type	Fixed Price <input type="checkbox"/>	
Specify if Other	<input type="checkbox"/>	
Unique Cost Reporting Requirement		
Additional Agency Name		
Fee %	0	

Please contact PBM before making changes to fee (%).

Ⓢ Indicates field is mandatory

30/50



FIG. 30

HTSI Online What's Hot Employee Services Search Feedback Help Home LogOut PriceLynx Library																					
Honeywell																					
PriceLynx Home Click Here for Help PowerPoint User Guide Logout																					
<p>Sow # SOW0000006</p> <ul style="list-style-type: none"> General <input checked="" type="checkbox"/> Project <input type="checkbox"/> <ul style="list-style-type: none"> Contractual <input type="checkbox"/> Other <input type="checkbox"/> Labor <input checked="" type="checkbox"/> <ul style="list-style-type: none"> Subcontractor <input type="checkbox"/> Material <input checked="" type="checkbox"/> Miscellaneous <input type="checkbox"/> Local Travel <input type="checkbox"/> Non Local Travel <input checked="" type="checkbox"/> Sp. Arrangements <input type="checkbox"/> 																					
<p>Other Information</p> <table border="1"> <tr> <td>Deliverable Schedule</td> <td></td> <td>Applicable Standards</td> <td></td> </tr> <tr> <td>Acceptance Criteria</td> <td></td> <td>Special Requirements</td> <td></td> </tr> <tr> <td>Area of Risk if any</td> <td></td> <td>Special Allowances</td> <td></td> </tr> <tr> <td>Additional Information</td> <td colspan="3"></td> </tr> <tr> <td>Comment</td> <td colspan="3"></td> </tr> </table>		Deliverable Schedule		Applicable Standards		Acceptance Criteria		Special Requirements		Area of Risk if any		Special Allowances		Additional Information				Comment			
Deliverable Schedule		Applicable Standards																			
Acceptance Criteria		Special Requirements																			
Area of Risk if any		Special Allowances																			
Additional Information																					
Comment																					
<p>Save Reset</p>																					

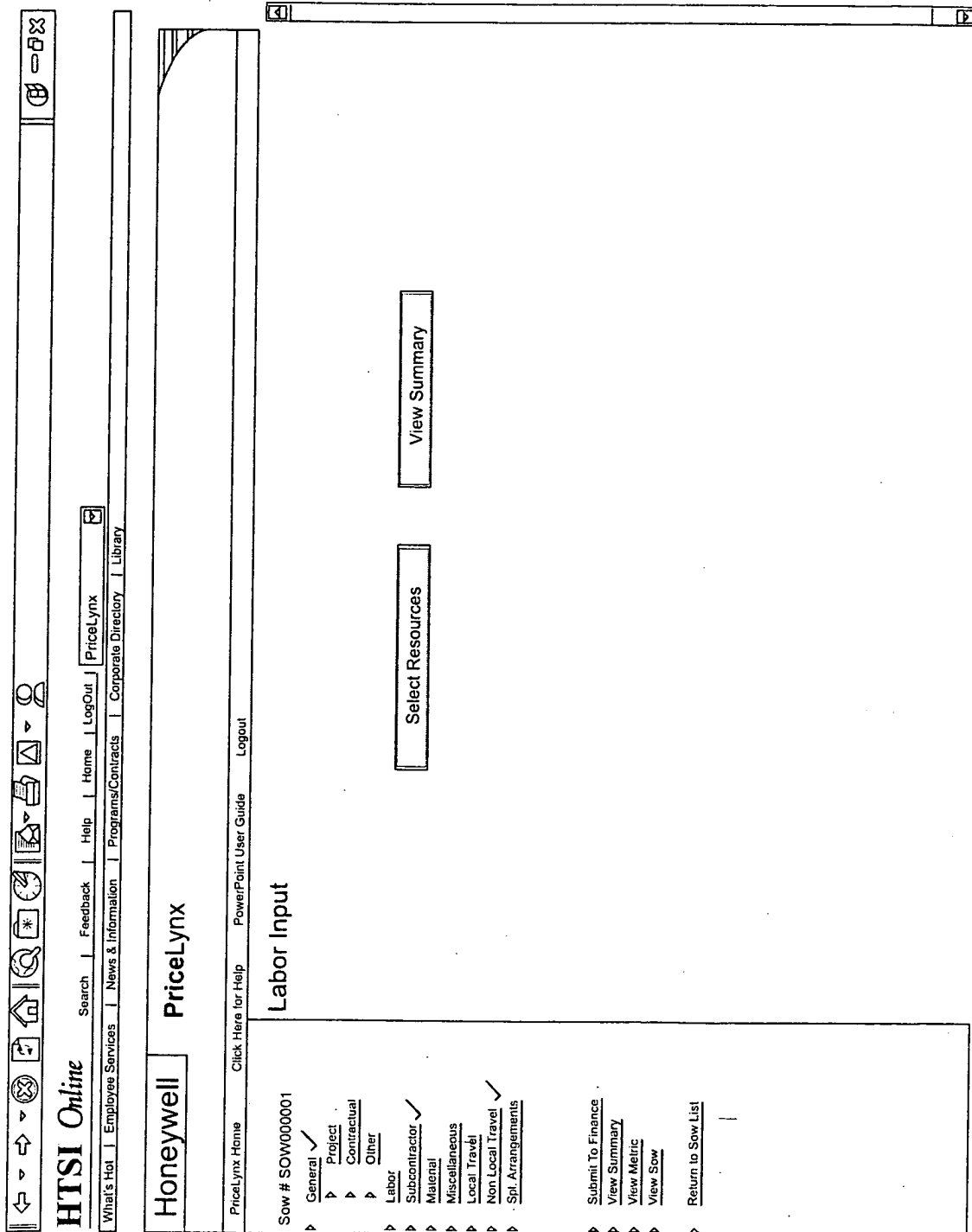
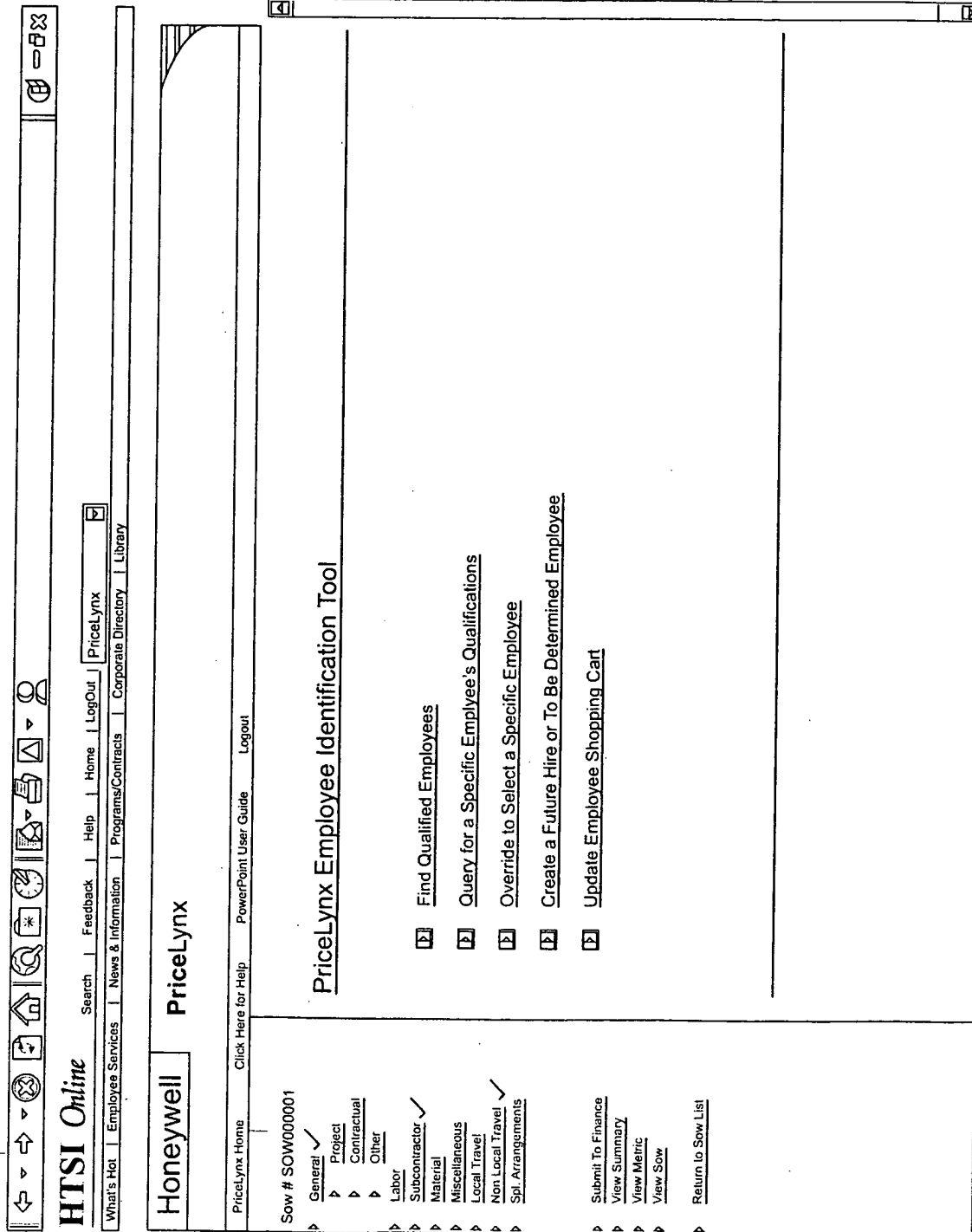




FIG. 32



REPLACEMENT SHEET

33/50

FIG. 33



HTSI Online
[What's Hot](#) | [Employee Services](#) | [News & Information](#) | [Feedback](#) | [Help](#) | [Home](#) | [Log Out](#) | [Pricelyn](#)

Honeywell

PriceLynx

[Pricelyn Home](#) | [Click Here for Help](#) | [PowerPoint User Guide](#) | [Logout](#)

Sow # SOW0000011

- General ☒
- Project ☐
 - Contractual ☐
 - Other ☐
- Labor ☐
 - Subcontractor ☒
 - Material ☐
 - Miscellaneous ☐
 - Local Travel ☐
 - Non Local Travel ☒
 - Spl. Arrangements ☐
- Submit To Finance ☐
- View Summary ☐
- View Metric ☐
- View Sow ☐
- Return to Sow List ☐

Pricelyn Employee Identification Tool

IDENTIFYING EMPLOYEES: 1) Choose a schedule 2) Choose labor category 3) Choose rate and (optional) 4) Choose one or more skills

GSA schedule

Select a schedule

Select the labor category from the schedule

☐ Use Government/Commercial - On Site Rate
☐ Use Contractor -Off Site Rate

Special skill needed

2nd Additional skill needed

3rd Additional skill needed

Find Qualifying Employees

Clear

REPLACEMENT SHEET

34/50



FIG. 34

HTSI Online
[What's Hot](#) | [Employee Services](#) | [News & Information](#) | [Feedback](#) | [Help](#) | [Home](#) | [Log Out](#) | [PriceLynx](#)
[Corporate Directory](#) | [Library](#)

Honeywell

PriceLynx

[PriceLynx Home](#) | [Click Here for Help](#) | [PowerPoint User Guide](#) | [Logout](#)

Sow # SOW000011

☒ General
☐ Project
☐ Contractual
☐ Other
☐ Labor
☒ Subcontractor
☐ Material
☐ Miscellaneous
☐ Local Travel
☐ Non Local Travel
☒ Spl. Arrangements

[Submit To Finance](#)
[View Summary](#)
[View Metric](#)
[View Sow](#)
[Return to Sow List](#)

For labor category: Training Specialist

Labor schedule rate: \$41.43

Employees are sorted by location and return on sales

Use check boxes on left to select employees of interest

Resume	Skills	Last Name	First Name	Supervisor Last Name	Supervisor First Name	Supervisor Phone	AJC	BE	Org Code	Location
<input type="checkbox"/>	<input checked="" type="radio"/>	REYNOLDS	VICTORIA				H52302	HTSI	184	Columbia MD
<input type="checkbox"/>	<input checked="" type="radio"/>	HOKE	RICHARD	DESHONG	BRUCE	4109647000	H52301	HTSI	184	Columbia MD
<input type="checkbox"/>	<input checked="" type="radio"/>	DOW	THERESA				H52301	HTSI	181	Pasadena CA
<input type="checkbox"/>	<input checked="" type="radio"/>	PFLUG	JOHN	VAN DYKE	CORNELIUS	5055245230	H52302	HTSI	973	White Sands Test Facility NM

REPLACEMENT SHEET

35/50



FIG. 35

HTSI Online
[What's Hot](#) | [Employee Services](#) | [News & Information](#) | [Programs/Contracts](#) | [Corporate Directory](#) | [Library](#)

[Search](#) | [Feedback](#) | [Help](#) | [Home](#) | [Log Out](#) | [PriceLynx](#)

Honeywell

PriceLynx
[PriceLynx Home](#) | [Click Here for Help](#) | [PowerPoint User Guide](#) | [Logout](#)

Sow # SOW0000001

- General ☒
- Project ☐
- Contractual ☐
- Other ☐
- Labor ☐
- Subcontractor ☒
- Material ☐
- Miscellaneous ☐
- Local Travel ☐
- Non Local Travel ☒
- Spl. Arrangements ☐
- Submit To Finance ☐
- View Summary ☐
- View Meinc ☐
- View Sow ☐
- Return to Sow List ☐

PriceLynx Employee Identification Tool

Select an employee explicitly and find all schedules and labor categories he/she qualifies for

Employee badge number

☐ Use Government/Commercial - On Site Rate
☐ Use Contractor -Off Site Rate

36/50



FIG. 36

PriceLynx Home		Click Here for Help	PowerPoint User Guide	Logout
Sow # SOW0000001				
<input type="checkbox"/> General ✓	GSA Schedule	<input type="checkbox"/>	Professional Staff 2	-21
<input type="checkbox"/> Project Contractual	GSA Schedule	<input type="checkbox"/>	Technical Staff 4	-4
<input type="checkbox"/> Other	IS Commercial	<input type="checkbox"/>	Analytical Staff 4	12
<input type="checkbox"/> Labor	IS Commercial	<input type="checkbox"/>	Consultant staff 1	51
<input type="checkbox"/> Subcontractor ✓	IS Commercial	<input type="checkbox"/>	Management staff 2	13
<input type="checkbox"/> Material	IS Commercial	<input type="checkbox"/>	Professional Staff 2	7
<input type="checkbox"/> Miscellaneous	IS Commercial	<input type="checkbox"/>	Technical Staff 4	30
<input type="checkbox"/> Local Travel	PES	<input type="checkbox"/>	Biologist 2 intermediate	-44
<input type="checkbox"/> Non Local Travel ✓	PES	<input type="checkbox"/>	Civil Engineer 6 Consulting Engineer/ Scientist	39
<input type="checkbox"/> Spl. Arrangements	PES	<input type="checkbox"/>	Documentation Specialist 4/Data Standardization Sp	16
<input type="checkbox"/> Submit To Finance	PES	<input type="checkbox"/>	Environmental Engineer 2 Intermediate	-28
<input type="checkbox"/> View Summary	PES	<input type="checkbox"/>	Technical Staff - Level 1	-100
<input type="checkbox"/> View Metric				
<input type="checkbox"/> View Sow				
<input type="checkbox"/> Return to Sow List				

37/50



HTSI Online		Search Feedback Help Home Log Out PriceLynx	
What's Hot Employee Services		News & Information Programs/Contracts Corporate Directory Library	
Honeywell	PriceLynx		
PriceLynx Home	Click Here for Help	PowerPoint User Guide	Logout
<p>Sow # SOW0000001</p> <ul style="list-style-type: none"> > General ✓ > Project Contractual > Labor > Subcontractor ✓ > Material > Miscellaneous > Local Travel > Non Local Travel ✓ > Spl. Arrangements 			
<h3>PriceLynx Employee Force Fit</h3> <p>Select an employee and explicitly choose the schedule and labor category to use- don't current job description</p> <p>Justification (Required): <input type="text"/></p> <p><input type="text"/> Employee badge number</p> <p>GSA Schedule <input type="text"/> Select a Schedule</p> <p><input type="text"/> Select the labor category from th</p> <p><input type="radio"/> Use Government Commercial - On Site Rate</p> <p><input type="radio"/> Use contractor - Off Site Rate</p>			
<p>Submit To Finance View Summary View Metric View Sow</p> <p>Return to Sow List</p>			

38/50



FIG. 38

HTSI Online		Search Feedback Help Home Log Out PriceLynx
What's Hot Employee Services News & Information Programs/Contracts Corporate Directory Library		
Honeywell	PriceLynx	
PriceLynx Home Click Here for Help PowerPoint User Guide Logout		

Define a Generic To-Be-Determined (TBD) Employee

Provide a profile; Schedule, Labor Category, HTSI Organization they will work for, and approximate labor cost.

Sow # SOW0000001 <input checked="" type="checkbox"/> General > Project > Contractual > Other <input type="checkbox"/> Labor <input type="checkbox"/> Subcontractor <input type="checkbox"/> Material <input type="checkbox"/> Miscellaneous <input type="checkbox"/> Local Travel <input type="checkbox"/> Non Local Travel <input type="checkbox"/> Spl. Arrangements	<div style="float: right; text-align: left;">Select a Schedule</div> <div style="clear: both;"></div> <div style="float: right; text-align: left;">Select the Labor Category from that schedule</div> <div style="clear: both;"></div> <div style="float: right; text-align: left;">HTSI Organization/Location (determines the hourly rate multiplier)</div> <div style="clear: both;"></div> <div style="margin-bottom: 10px;"> <input type="radio"/> (\$/yr) Estimated Annual Salary HTSI will be paying </div> <div style="margin-bottom: 10px;"> <input type="radio"/> (\$/h r) Estimated Hourly Rate HTSI will be paying </div> <div style="margin-bottom: 10px;"> <input type="radio"/> Use Government Commercial - On Site Rate </div> <div style="margin-bottom: 10px;"> <input type="radio"/> Use Contractor - Off Site Rate </div> <div style="text-align: right; margin-top: 20px;"> <input type="button" value="Clear"/> <input type="button" value="Complete the Position Details"/> </div>
---	---

39/50



FIG. 39

<p>HTSI Online</p> <p>Search Feedback Help Home Log Out PriceLynx</p> <p>What's Hot Employee Services News & Information Programs/Contracts Corporate Directory Library</p>																																							
<p align="center">Honeywell</p>																																							
<p align="center">PriceLynx</p>																																							
<p align="center">Click Here for Help PowerPoint User Guide Logout</p>																																							
<h2 align="center">Employee Shopping Cart (SOW000001)</h2>																																							
<p>Sow # SOW000001</p> <table border="1"> <tr> <td>General</td> <td>Project</td> <td>Contractual</td> <td>Other</td> <td>Labor</td> <td>Subcontractor</td> <td>Material</td> <td>Miscellaneous</td> <td>Local Travel</td> <td>Non Local Travel</td> <td>Spl. Arrangements</td> </tr> <tr> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> </table>										General	Project	Contractual	Other	Labor	Subcontractor	Material	Miscellaneous	Local Travel	Non Local Travel	Spl. Arrangements	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>								
General	Project	Contractual	Other	Labor	Subcontractor	Material	Miscellaneous	Local Travel	Non Local Travel	Spl. Arrangements																													
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>																													
<table border="1"> <thead> <tr> <th>Badge Number</th> <th>FID</th> <th>Last Name</th> <th>First Name</th> <th>Labor Category</th> <th>Return on Sales (%)</th> <th>Regular Hours (hrs)</th> <th>Overtime Hours (hrs)</th> <th>Allowance Type</th> <th>Allowance (\$)</th> </tr> </thead> <tbody> <tr> <td colspan="10" style="text-align: center;">Complete Details for Identified Employee</td> </tr> <tr> <td colspan="10" style="text-align: center;"><input type="button" value="Clear"/></td> </tr> </tbody> </table>										Badge Number	FID	Last Name	First Name	Labor Category	Return on Sales (%)	Regular Hours (hrs)	Overtime Hours (hrs)	Allowance Type	Allowance (\$)	Complete Details for Identified Employee										<input type="button" value="Clear"/>									
Badge Number	FID	Last Name	First Name	Labor Category	Return on Sales (%)	Regular Hours (hrs)	Overtime Hours (hrs)	Allowance Type	Allowance (\$)																														
Complete Details for Identified Employee																																							
<input type="button" value="Clear"/>																																							
<p>Finished: Leave in Shopping Cart and Return to SOW Labor Summary</p> <p>To complete employee details, choose one employee at a time using the button on the left of the employee badge number. To drop an employee from the cart, select employee and delete from details screen.</p> <p align="center"><u>Add Additional Employees to this Shopping Cart</u></p>																																							
<table border="1"> <tr> <td>Submit To Finance</td> <td>View Summary</td> <td>View Metric</td> <td>View Sow</td> <td>Return to Sow List</td> </tr> </table>										Submit To Finance	View Summary	View Metric	View Sow	Return to Sow List																									
Submit To Finance	View Summary	View Metric	View Sow	Return to Sow List																																			

40/50



FIG. 40

HTSI Online

Search | Feedback | Help | Home | Log Out | PriceLynx

What's Hot | Employee Services | News & Information | Programs/Contracts | Corporate Directory | Library

Honeywell

PriceLynx Home | Click Here for Help | PowerPoint User Guide | Logout

PriceLynx

Complete employee details below using

Badge Number	89835	FID	89835	ED17533	DEINLEIN	JOHN	Consultant	Staff 1	First Name	Last Name	Labor Category	Return on Sales (%)	Regular Hours (hrs)	Overtime Hours (hrs)	Allowance Type	Allowance (\$)**	Planned Salary Increase (%)	Planned Salary Increase Date (MM/DD/YYYY)	Shift Number

hours in next calendar year

Sow # SOW000001

General ☒

Project ☐

Contractual ☐

Other ☐

Labor ☒

Subcontractor ☐

Material ☐

Miscellaneous ☐

Local Travel ☐

Non Local Travel ☒

Spl. Arrangements ☐

Work Breakdown Structure Task Number		Period of Performance Start	3/1/01	Period of Performance Finish	12/31/02	Discount (%)		Discount Amount (\$)	
Employee's Job Code	F03405	Employee's Business Enterprise Code	HTSI	Employee's Organization Code	507	Employee's Location	Columbia, MD	Supervisor's Last Name	MEDINA
								Supervisor's First Name	MARTIN
								Supervisor Phone Number	4108647206

* Task Order with Periods of Performance into the next year (2002) where the schedule rate increases by 1.137.

** Allowance will be multiplied by 1.6648 in price quote.

[Return to Employee Identification Tool](#)

41/50



FIG. 41

HTSI Online

[Search](#) | [Feedback](#) | [Help](#) | [Home](#) | [Log Out](#) | [PriceLynx](#)

[What's Hot](#) | [Employee Services](#) | [News & Information](#) | [Programs/Contracts](#) | [Corporate Directory](#) | [Library](#)

Honeywell

PriceLynx

[PriceLynx Home](#) | [Click Here for Help](#) | [PowerPoint User Guide](#) | [Logout](#)

Sow # SOW000011

- General ☒
- Project Contractual
- Other
- Labor ☒
- Subcontractor
- Miscellaneous
- Local Travel
- Non Local Travel
- Spl. Arrangements
- Submit To Finance
- View Summary
- View Metric
- View Sow
- Return to Sow List

Sub Contractor

Indicates field is mandatory

SOW ID	SOW000011	Proposal Name	TECHNICAL ACQUISITION SUPPORT SERVICES (TASS)
WBS/Subtask Number	1	Sub Contractor Company Name	
Employee Name		Contractor's Hourly Rate	
Period of performance-Start Date	MM/DD/YYYY	Period of performance-End Date	MM/DD/YYYY
This Year Hours	Hrs	This Year Overtime Hours	Hrs [Calculated as regular Hours]
Next Year Hours	Hrs	Next Year Overtime Hours	Hrs [Calculated as regular Hours]
Schedule	GSA Schedule	Building Location	Offsite - Contractor Facility
Labor Category	Administrative Support & Graphics Specialist	Shift Number	
Do we have a Resume (Y/N)	Yes <input type="radio"/> No <input type="radio"/>	Target Discounted Rate in \$	0
SubSOW Included (Y/N)	Yes <input type="radio"/> No <input type="radio"/>		
Comments			

Save

Add Sub

Delete

Reset

View Summary

42/50



HTSI Online									
What's Hot	Employee Services	Search	Feedback	Help	Home	Log Out	PriceLynx		
News & Information		Programs/Contracts		Corporate Directory		Library			

Honeywell		PriceLynx	
PriceLynx Home	Click Here for Help	PowerPoint User Guide	Logout

Sow # SOW000011

- General ✓
- Project Contractual
- Other
- Labor
- Subcontractor ✓
- Material
- Miscellaneous
- Local Travel
- Non Local Travel ✓
- Spl. Arrangements

SubContractor Analysis

Category	Rate (Loaded With HTSI Burdens)	This Year			Next Year			Profit		
		GSA Rate	Profit per hour	ROS %	Hours	GSA Rate	Profit per hour		ROS %	Hours
Administrative Support & Graphics Specialist	10.80	34.44	23.84	68.64	20.0	36.60	24.80	69.66	0.0	472.80
								Net Profit	472.80	
								Total Profit (Estimate)	60.64 %	

Add Subcontractor

- Submit To Finance
- View Summary
- View Metric
- View Sow
- Return to Sow List

Honeywell | **PriceLynx**

PriceLynx Home | Click Here for Help | PowerPoint User Guide | Logout

Sow # SOW000001

General ☒

Project ☐

Contractual ☐

Other ☐

Labor ☐

Subcontractor ☒

Material ☐

Miscellaneous ☐

Local Travel ☐

Non Local Travel ☒

Spl. Arrangements ☐

Submit To Finance

View Summary

View Metric

View Sow

Return to Sow List

Material

SOW ID

SOW000001

Proposal Name

CSLP Scripps

WBS/Subtask Number

1

Source

Engineering Estimate

Source Details

Unit Cost

Quantity

1

Part Number

OLIN

Comments

Description

Unit

Basis For Estimate

Quote

Target Delivery Date

MM/DD/YYYY format

⚙ Indicates field is mandatory

Save

Add Material

Delete

Reset

View Summary

REPLACEMENT SHEET

43/50

FIG. 43



HTSI Online		Search Feedback Help Home Log Out	
What's Hot Employee Services News & Information Programs/Contracts Corporate Directory Library			

Honeywell	PriceLynx	PriceLynx Home Click Here for Help PowerPoint User Guide Logout	
------------------	------------------	---	--

Sow # SOW0000001

- ☒ General
- ☐ Project
- ☐ Contractual
- ☐ Other
- ☐ Labor
- ☐ Subcontractor
- ☐ Material
- ☐ Miscellaneous
- ☐ Local Travel
- ☐ Non Local Travel
- ☒ Spl. Arrangements

Miscellaneous Direct Cost

SOW	SOW000001	Proposal Name	CSLP Scripps
S1 No.	Description	Cost	Comments
Total Cost		0	

Submit To Finance

View Summary

View Metric

View Sow

Return to Sow List

These costs are ones that do not have a PO Order For example, buying some equipment from a store, tolls, postage, telephone, facility charge, shipping etc

45/50

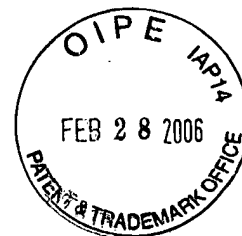


FIG. 45

HTSI Online What's Hot Employee Services News & Information Feedback Search Home Log Out PriceLynx Corporate Directory Library																																					
Honeywell PriceLynx																																					
Click Here for Help PowerPoint User Guide Logout																																					
<p>Sow # SOW000010</p> <ul style="list-style-type: none"> General ✓ Project Contractural Labor Subcontractor ✓ Material Miscellaneous Local Travel Non Local Travel ✓ Spl. Arrangements 																																					
<p>Local Travel</p> <table border="1"> <thead> <tr> <th>SOW ID</th> <th>SOW000001</th> <th>Proposal Name</th> <th>CSLP Scripts</th> </tr> </thead> <tbody> <tr> <td>WBS/Subtask Number</td> <td>1</td> <td></td> <td></td> </tr> <tr> <td>Number of Trips</td> <td>(Enter if trips are very similar in costs)</td> <td></td> <td></td> </tr> <tr> <td>Miles (round trip)</td> <td></td> <td></td> <td>Cost/Mile</td> </tr> <tr> <td>Parking/Tolls</td> <td></td> <td></td> <td># of Rental Cars</td> </tr> <tr> <td># of Days</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Daily Car Rental Rate</td> <td>40 rates</td> <td></td> <td></td> </tr> <tr> <td colspan="4">(Please email or call COLE Travel for New York)</td> </tr> <tr> <td colspan="2"></td> <td colspan="2">Comments</td> </tr> </tbody> </table>		SOW ID	SOW000001	Proposal Name	CSLP Scripts	WBS/Subtask Number	1			Number of Trips	(Enter if trips are very similar in costs)			Miles (round trip)			Cost/Mile	Parking/Tolls			# of Rental Cars	# of Days				Daily Car Rental Rate	40 rates			(Please email or call COLE Travel for New York)						Comments	
SOW ID	SOW000001	Proposal Name	CSLP Scripts																																		
WBS/Subtask Number	1																																				
Number of Trips	(Enter if trips are very similar in costs)																																				
Miles (round trip)			Cost/Mile																																		
Parking/Tolls			# of Rental Cars																																		
# of Days																																					
Daily Car Rental Rate	40 rates																																				
(Please email or call COLE Travel for New York)																																					
		Comments																																			
<p>Submit To Finance View Summary View Metric View Sow</p> <p>Return to Sow List</p>																																					

46/50



FIG. 46

PriceLynx Home		Click Here for Help		PowerPoint User Guide		Logout	
<p>Sow # SOW0000001</p> <ul style="list-style-type: none"> General <input checked="" type="checkbox"/> Project <input type="checkbox"/> Contractual <input type="checkbox"/> Other <input type="checkbox"/> Labor <input type="checkbox"/> Subcontractor <input checked="" type="checkbox"/> Material <input type="checkbox"/> Miscellaneous <input type="checkbox"/> Local Travel <input type="checkbox"/> Non Local Travel <input checked="" type="checkbox"/> Spl. Arrangements <input type="checkbox"/> Submit To Finance <input type="checkbox"/> View Summary <input type="checkbox"/> View Metric <input type="checkbox"/> View Sow <input type="checkbox"/> Return to Sow List <input type="checkbox"/> 							
<p>Non Local Travel</p>				<p>Indicates field is mandatory</p>			
SOW ID		SOW0000001		Proposal Name		CSLP Scripts	
WBS/Subtask Number		2					
Number of trips		1		(Enter if the trips are very similar in costs)			
Departure (City, State)		Others		State		Others	
if Others - City				State		Others	
Final Destination (City, State)		Others		State		Others	
if Others - City				Per Diem			
# of Persons		1					
# of Days		1					
Misc. (Parking/Tolls/Other)							
# of Rental Cars		1		Car Rental Rate		For New York please contact COLE Travel	
Airfare							
Comments							



FIG. 47

HTSI Online			
Search Feedback Help Home Log Out		PriceLynx	
What's Hot Employee Services News & Information Programs/Contracts Corporate Directory Library			

Honeywell		PriceLynx	
Click Here for Help PowerPoint User Guide Logout			

Sow # SOW0000001

- > General ✓
- > Project Contractual
- > Other
- > Labor
- > Subcontractor ✓
- > Material
- > Miscellaneous
- > Local Travel
- > Non Local Travel ✓
- > Spl. Arrangements

Other Costs(Special Arrangements & Teaming Agreements) Cost

SOW	SOW0000001	Proposal Name	CSLP Scripps
SI No.	Description	Price scale \$	HTSI Cost \$
	Total	0	

Check for Delete Comment

Please Note that these values need to be loaded accordingly. Discuss with Finance before using.

Add
Save
Delete
Reset
View Summary

FIG. 48

						HTSI Online						Search Feedback Help Home Log Out PriceLynx What's Hot Employee Services News & Information Programs/Contracts Corporate Directory Library																																							
Honeywell												PriceLynx																																							
PriceLynx Home Click Here for Help PowerPoint User Guide Logout																																																			
Sow # SOW0000010 <input checked="" type="checkbox"/> General ▶ <input checked="" type="checkbox"/> Project ▶ <input type="checkbox"/> Contractual ▶ <input type="checkbox"/> Other Labor <input checked="" type="checkbox"/> Subcontractor <input checked="" type="checkbox"/> Material <input checked="" type="checkbox"/> Miscellaneous Local Travel Non Local Travel <input checked="" type="checkbox"/> Spl. Arrangements												Summary <table border="1"> <thead> <tr> <th>SOW ID</th> <th>SOW0000010</th> <th>Proposal Name</th> <th>FEMA Task 44 - Weapons of Mass Destruction Seminar.</th> </tr> </thead> <tbody> <tr> <td colspan="3"><u>Summary of CDC Travel Expense</u></td> <td>\$1,285.92</td> </tr> <tr> <td colspan="3"><u>Summary of CDC Miscellaneous Expense</u></td> <td>\$0.00</td> </tr> <tr> <td colspan="3"><u>Summary of Material Expense</u></td> <td>\$323.95</td> </tr> <tr> <td colspan="3"><u>Summary of the Subcontractor Expense</u></td> <td>\$1,892.53</td> </tr> <tr> <td colspan="3"><u>Summary of the Labor Expense</u></td> <td>\$638.31</td> </tr> <tr> <td colspan="3"><u>Summary of Other Costs (Special Arrangements & Teaming Agreements)</u></td> <td>\$0.00</td> </tr> </tbody> </table>												SOW ID	SOW0000010	Proposal Name	FEMA Task 44 - Weapons of Mass Destruction Seminar.	<u>Summary of CDC Travel Expense</u>			\$1,285.92	<u>Summary of CDC Miscellaneous Expense</u>			\$0.00	<u>Summary of Material Expense</u>			\$323.95	<u>Summary of the Subcontractor Expense</u>			\$1,892.53	<u>Summary of the Labor Expense</u>			\$638.31	<u>Summary of Other Costs (Special Arrangements & Teaming Agreements)</u>			\$0.00
SOW ID	SOW0000010	Proposal Name	FEMA Task 44 - Weapons of Mass Destruction Seminar.																																																
<u>Summary of CDC Travel Expense</u>			\$1,285.92																																																
<u>Summary of CDC Miscellaneous Expense</u>			\$0.00																																																
<u>Summary of Material Expense</u>			\$323.95																																																
<u>Summary of the Subcontractor Expense</u>			\$1,892.53																																																
<u>Summary of the Labor Expense</u>			\$638.31																																																
<u>Summary of Other Costs (Special Arrangements & Teaming Agreements)</u>			\$0.00																																																
Submit To Finance View Summary View Metric View Sow Return to Sow List												Profitability <table border="1"> <tbody> <tr> <td>Total Sales</td> <td>\$4,140.71</td> </tr> <tr> <td>Cost of Goods Sold</td> <td>\$3,361.09</td> </tr> <tr> <td>Preliminary Profit</td> <td>\$779.62</td> </tr> <tr> <td>Less Scheduled Fees @ 1%</td> <td>\$41.41</td> </tr> <tr> <td>Less @ 0%</td> <td>0.00</td> </tr> <tr> <td>Total Profit</td> <td>\$738.22</td> </tr> <tr> <td>Proposed Hours Labor (Hrs + Subcon Hrs)</td> <td>24</td> </tr> <tr> <td>Profit Per Hour</td> <td>\$30.76</td> </tr> <tr> <td>Return on Sales</td> <td>17.83%</td> </tr> <tr> <td>Profit Percent</td> <td>21.96%</td> </tr> </tbody> </table>												Total Sales	\$4,140.71	Cost of Goods Sold	\$3,361.09	Preliminary Profit	\$779.62	Less Scheduled Fees @ 1%	\$41.41	Less @ 0%	0.00	Total Profit	\$738.22	Proposed Hours Labor (Hrs + Subcon Hrs)	24	Profit Per Hour	\$30.76	Return on Sales	17.83%	Profit Percent	21.96%								
Total Sales	\$4,140.71																																																		
Cost of Goods Sold	\$3,361.09																																																		
Preliminary Profit	\$779.62																																																		
Less Scheduled Fees @ 1%	\$41.41																																																		
Less @ 0%	0.00																																																		
Total Profit	\$738.22																																																		
Proposed Hours Labor (Hrs + Subcon Hrs)	24																																																		
Profit Per Hour	\$30.76																																																		
Return on Sales	17.83%																																																		
Profit Percent	21.96%																																																		

49/50



FIG. 49

		HTSI Online What's Hot Employees Services Search Feedback Help Home Log Out PriceLynx	
		Programs/Contracts Corporate Directory Library	
<h1>Honeywell</h1>		<h1>PriceLynx</h1>	
PriceLynx Home Click Here for Help PowerPoint User Guide Logout			
<p>Sow # SOW0000001</p> <ul style="list-style-type: none"> > General ✓ > Project > Contractual > Other > Labor > Subcontractor ✓ > Material > Miscellaneous > Local Travel > Non Local Travel ✓ > Spl. Arrangements 		<div style="border: 1px solid black; height: 200px;"></div> <p>Current Comments</p>	
<ul style="list-style-type: none"> > Submit To Finance > View Summary > View Metric > View Sow > Return to Sow List 		<div style="text-align: center;"> <div>Submit to Finance</div> <div>Cancelled</div> </div>	



FIG. 50

HTSI Online What's Hot Employee Services Search Feedback Help Home Log Out PriceLynx Corporate Directory Library			
<h2 style="text-align: center;">Honeywell PriceLynx</h2>			
<p style="text-align: center;"> Click Here for Help PowerPoint User Guide Logout </p>			
<h3 style="text-align: center;">SOW Metrics</h3>			
SOW # SOW0000010			
General ✓			
Project			
Contractual			
Other			
Labor ✓			
Subcontractor ✓			
Material ✓			
Miscellaneous			
Local Travel			
Non Local Travel ✓			
Spl. Arrangements			
Submit To Finance			
View Summary			
View Metric			
View Sow			
Return to Sow List			

SOW ID.	SOW0000010	Proposal Name	FEMA Task 44 - Weapons of Mass Destruction Seminar
Status		Date	
Under Construction		02/16/2001 12:35:02 PM	
Pending Finance Approval		02/16/2001 12:56:44 PM	
Pending Contracts Approval		02/19/2001 3:07:31 PM	
Pending Customer Approval		02/21/2001 12:07:12 PM	
Customer Approved		02/28/2001 2:59:17 PM	